

H. FOURTUNIS DBA A-W
APRIL / MAY / JUNE DELIVERY DATES
SALEM TEAR TAPE

<u>UPC Code</u>	<u>SALEM</u> <u>BRAND STYLE</u>	<u>#/ (6M) Cases</u> <u>@ .30¢ Off</u>
12300-24194	Full Flavor	1
12300-24195	Full Flavor 100	1
12300-24196	Light	1
12300-24197	Light 100	1

Product / Premium Arrival: **April 6, 1998**

Ship Date to Retail: **Week of: April 13, 1998**

EFT \$ Amount: **\$1,182.92**

RETAIL DISTRIBUTION DATES
(REFER TO ATTACHED CUSTOMER LISTS)

APRIL DISTRIBUTION	4/13/98 (PRODUCT AND DISPLAY)
MAY DISTRIBUTION	5/4/98 (PRODUCT ONLY)
JUNE DISTRIBUTION	6/8/98 (PRODUCT ONLY)

PROMOTION DESCRIPTION: *EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.*

*RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR FUTURE DISTRIBUTIONS
(INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER'
IN EACH DISPLAY SHIPPED TO RETAIL)*

51855 9792

PEN5BB2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 3
DATE: 98-03-20
TIME: 12:15 PM

MOLESALER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
EMPLATE : 800438 80400 SAL 98 .30/1 NC
ALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85	LT	LT	M85	M100	TOTAL
								QTY	QTY	QTY			
52308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS	NY	12590						
52308	162329	562452	SIXTY SOUTH AVE. IN DBA VILLAGE SERVI	WAPPINGERS	NY	12590							
62309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566						
62309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511						
62309	162330	480979	BAISLEYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566						
62309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566						
62309	162330	696105	DELTA MOTORS	35 SMADBELL AVENU	CARMEL	NY	10512						

I Caston each style

PAGE BREAK TOTAL ACCOUNTS 7 TOTAL QUANTITY

7-7-7-7

TEMPLATE TOTAL ACCOUNTS TOTAL QUANTITY

APRIL DISTRIBUTION
4/13/98

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PEN5BB2

WORKPLAN VAP TEMPLATE LISTING

 PAGE: 3
 DATE: 98-03-20
 TIME: 12:15 PM

 CLESALER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
 MPLATE : 800438 80400 SAL 98 .30/1 NC
 LES LEVEL : 16XXXX

ERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85	M100	M85	M100	TOTAL	LT	LT
								QTY	QTY	QTY	QTY	QTY		
2308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS	NY	12590							
2308	162329	562452	SIXTY SOUTH AVE. IN DBA VILLAGE SERVI	WAPPINGERS	NY	12590								
2309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566							
2309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511							
2309	162330	480979	BAISLEYS MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566							
2309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566							
2309	162329	696105	DELTA MOTORS	35 SMADBELU AVENU	CARMEL	NY	10512							

1 Carton each style

PAGE BREAK TOTAL ACCOUNTS	7	TOTAL QUANTITY	7-7-7-7
TEMPLATE TOTAL ACCOUNTS	7	TOTAL QUANTITY	7-7-7-7

MAY DISTRIBUTION
5/4/98

51855 9794

PEN5BB2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 3

DATE: 98-03-20

TIME: 12:15 PM

OLESELLER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
 MPLATE : 800438 80400 SAL 98 .30/1 NO
 LES LEVEL : 16XXXX

ERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	LT		LT		TOTAL
								M85	M100	M85	M100	
2308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS	NY	12590					
2308	162329	562452	SIXTY SOUTH AVE. IN DBA VILLAGE SERVI	WAPPINGERS	NY	12590	-					
2309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566					
2309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511					
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2309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566					
2309	162329	696105	DELTA MOTORS	35 SMADBELL AVENU	CARMEL	NY	10512					

PAGE BREAK TOTAL ACCOUNTS

7 TOTAL QUANTITY

14-14-14-14

TEMPLATE TOTAL ACCOUNTS

7 TOTAL QUANTITY

14-14-14-14

June Distribution
 6/8/98

51855 9795



To All RJR Retail Partners

RETAILER LETTER

SALEM .30¢ OFF / PACK

\$3.00 OFF / CARTON

- THE 40-PACK DISPLAY BEING SHIPPED TO YOU FROM YOUR WHOLESALER FOR SALEM PROMOTED PRODUCT IS TO BE MAINTAINED FOR USE WITH FUTURE SALEM PROMOTIONS THROUGHOUT 1998.
- YOUR WHOLESALER WILL SHIP .30¢ OFF/ PACK AND \$3.00 OFF/ CARTON PROMOTED PRODUCT WHICH IS TO BE PLACED INTO THE 40-PACK DISPLAY.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS.

IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

ROU #1610

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